San Antonio
Association of Health Underwriters

PRESIDENT'S MESSAGE

As most of you know I was out at the beginning of August with my daughter, Kaitlyn, for surgery on her left hand. I want to thank all of your for keeping my family in your thought and prayers. All of your well wishes were greatly appreciated in our time of uncertainty.

In reflecting on Kaitlyn's procedure it reminded me how lucky we are to have a free enterprise healthcare system. I want to take this opportunity to share our experience so that you can remind consumers of how fortunate we are to have the opportunity to see physicians quickly and have the care we need without question. These privileges, which we are accustomed, could go away should our country adopt a single payer system.

On July 28th, I had any parent's worse nightmare. I thought my daughter had broken her hand from an injury and took her to her pediatrician. I soon found out that Kaitlyn had not broken her hand, but in fact had 2 bone tumors growing off her little finger. In a matter of minutes we went from discussing what I thought would be a minor brake, to finding a specialist to evaluate the tumors. By 9:00 AM the next morning we were sitting in the specialist's office discussing the tumors and found out that surgery was inevitable. Unfortunately, doctors could not assure me that the tumors were benign; however, they were very committed to researching her case further prior to surgery.

One week later, Kaitlyn had surgery to remove the larger of the 2 tumors. The 1 hour and 45 minutes it took doctors to complete the procedure seemed like a lifetime. Within 24 hours after surgery we were finally able to get much needed answers and relief. Kaitlyn's tumor was benign and our nightmare was finally over!

Nicole Scott
SAAHU President

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What? **Saahu Luncheon**

When? **Wednesday, September 17th**

Where? **Sonterra Country Club**

Time? **11:30 Registration / 12:00 Lunch**

RSVP: **gholzworth@chapmanschewebenefits.com**

Program: **1 Hour CE: HSA's presented by Mike Finger**

Cost: **Saahu Members: $22**
Non-Saahu Members: $42

PacFund: **$3 per ticket**

Sponsor: **HumanaOne**

***Cancellations must be in writing and received within 24 hours prior to the luncheon. Individuals holding reservations will be billed for "no shows".**

"If you're swimming in the Olympics, you don't get to do the doggy paddle."

from "The Courage of Spirit" window card collection

SPEAKERS & SPONSORS

Speakers and Sponsors

The September luncheon will be sponsored by Humana One. For October BenefitMall will be the sponsor for our luncheon and then right before Thanksgiving at our November luncheon our sponsor will be Benefit Management Administrators, Inc.

Respectfully Submitted,

Lori Rice
Speakers and Sponsors

WEBSITE UPDATE

SAAHU website update:

Registration for the upcoming SAAHU luncheon is available on the website home page. Our website address is HYPERLINK "http://sanantonioahu.org" http://sanantonioahu.org
Also, you can now pay for your luncheons on line as you register. We've been waiting for a long time for this capability since many of you have been asking for this!!
Upcoming CE events are also listed as well as the HYPERLINK "http://www.sanantonioahu.org/Documents/saahu%20GT%20sign%20up%202008.doc" \t "_blank" GOLF TOURNAMENT REGISTRATION!!

DID YOU KNOW??

We can order CHIP brochures (free) to hand out at enrollment meetings to advise our employee clients about the Texas CHIP program.
http://www.chipmedicaid.com/cbo/print.htm

BE ***MORE*** TO YOUR CLIENTS. Get children enrolled in CHIP!!

SAAHU CASINO NIGHT MAKES THE EXPRESS NEWS!

Casino Night at Dave and Buster's was a success and all who attended had a great time. Thanks to the hard work of Dayton Hoffman and his committee everything went off without a hitch. Diane Polanco, SAAHU's Media Chair was able to get a reporter from the Express News to cover the event. Pictures from this event can be seen on the SAAHU website. http://sanantonioahu.org

6H | SAN ANTONIO EXPRESS-NEWS | SUNDAY, AUGUST 24, 2008

ON THE SCENE

4. Event chairman Dayton Hoffman, President Nicole Scott, committee chairwoman Diane Polanco and President-elect John Bock have fun during the San Antonio Association of Health Underwriters Casino Night at Dave & Busters.

2008 15th Annual SAAHU Golf Tournament

Benefiting

Treehouse Day Program

A school for Children with Autism and Developmental Delays

Title Sponsor:

HUMANA!!

Time and Location of Events — **Schedule**

Monday, Oct, 6 2008 — 8:30
Registration Opens
Dominion Country Club — Box Lunch Provided
1 Dominion Drive — 10:30
Shotgun Start
San Antonio, TX 78257 — 4:00
Awards/Prizes/Auction

Tournament Format — **Each Player Receives**

Florida Scramble — Green and Cart Fees
Peoria Handicap Method — Lunch & Dinner

Goodie Bag

Individual Contests:

Longest Drive
Closest to Pin on all Par 3's

Early Registration Fee: (RSVP by Sept.9th) $125
Late Registration Fee: $150 (RSVP Sept. 12th on)
Lunch & Raffle only (Must RSVP by 9/21): $15
Raffle & Dinner only (Must RSVP by 9/21): $15

☐ **Lunch Sponsor - $1,500- 4 Playing Positions**
☐ **Dinner Sponsor - $2,500- 8 Playing Positions**
☐ **Bevg. Cart Sponsor - $500- 2 Playing Positions**
*Includes Additional Signage

SAAHU Appreciates Your Sponsorship

Please check Sponsorship Level commitment:

☐ Title Sponsor - $5,000- 20 Playing Positions
☐ Platinum Sponsor- $3,000- 12 Playing Positions
☐ Gold Sponsor - $2,000- 8 Playing Positions
☐ Silver Sponsor - $1,000- 4 Playing Positions
☐ Bronze Sponsor - $500- 2 Playing Positions

Includes all entitlements of individual entry plus:
Recognition at the Awards Ceremony
Sponsorship Sign On A Hole

Player #1 Name:
Company:
Address:
City/Zip:
Day Phone:

Player # 2 Name:
Company:
Address:
City/Zip:
Day Phone:

Player #3 Name:
Company:
Address:
City/Zip:
Day Phone:

Player #4 Name:
Company:
Address:
City/Zip:
Day Phone:

__ **Yes!!! I will be a sponsor.** (Please ck desired Level)
__ Yes!! I will play. Enclosed is my check for $_____.
#of players X $125 or **($150 ea. if after September 26th)**
__ No, I cannot play, but I will attend the **lunch** and raffle. Enclosed is my check for $15.*
__ No, I cannot play, but I will attend the **dinner** and raffle. Enclosed is my check for $15.*
*** If attending lunch & Dinner- cost is $30 per person**

Please FAX Form to:

Dayton Hoffman
13750 San Pedro, Ste. 440
San Antonio TX 78232
210-545-6030
210-545-9297 (fax)

Method of Payment: Cash Check

EDUCATION

We've gotten off to a great start this year and I feel very fortunate to be offering our members a variety of CE opportunities!

SAAHU had a great response to our August luncheon CE on Ethics The NAHU Way, presented by the lively team of Audra Sullivan and Peggy Bass. While Ethics could prove to be a dry subject Audra and Peggy kept everyone entertained while we gained valuable knowledge.

A one hour CE on HSA'S will be presented at the luncheon on September 17th by Mike Finger of First Horizon MSaver. Please mark your calendars now and be ready to RSVP as soon as you get your first invite! It will be a great opportunity to learn more about HSA'S.

Reid Rasmussen will be presenting a NEW one hour CE at the luncheon on October 15th. Watch for more details!

The November luncheon will welcome Lee Manross and Misty Baker who will present a CE, Leg in a Box, one hour prior to the luncheon then during the luncheon they will provide a presentation focusing on State legislation. This will be a great opportunity for all to be informed of the ever changing legislation that effects all of us, our businesses and careers. You won't want to miss this!

Alicia Bowers
Senior Sales Broker Representative

Are you or someone you know on the move? Send us a short notice with your name, company name, date of move and a picture. Let your colleagues know where you are.

ON THE MOVE

SPONSORS PAGE

THANK YOU TO OUR SPONSORS FOR YOUR CONTINUED SUPPORT AND CONTRIBUTION

January
No Sponsor

February
No Sponsor

March
No Sponsor

April
Sponsor: Louis Makatura, Jr. – TX Sales Manager
Superior Vision Services

May
Sponsor: Humana Large Group

June
No Sponsor

Installation of Officers

July
Sponsor: Blake Prewit – Director of Marketing & Sales
Community First

August
Sponsor: Rusty Rice – Regional VP of Sales
Avesis

September
Sponsor: Christine Candler – HumanaOne

MEMBERSHIP

Membership Report

Current membership:	**242**
Membership goal:	265
Net Members needed:	**20**

We are sitting at 242 Active SAAHU Members for the month of August.

We had a great response from those agents that attended the August SAAHU Luncheon on providing referrals of non member agents that could be potential new members to SAAHU.
The winners of the free lunch certificate are Chris Gilbert and Mary Jane Ximenez - Congratulations
We were able to get 34 names of non members to possibly recruit into our organization. A big THANKS to all those who provided those names - we can't do it with out all of you!!!!!!
We want to see if we can get those individuals signed up before September 30th - There is $50 in it for those agents that get me two new member's before the end of September...
I am currently working on the renewals until we can fill the Retention Position. If you are interested or know someone who might be, please let me know.
I attended the Leadership Conference in New Orleans earlier this month and gathered some great information on how to bring in New Members as well as Retaining them within the organization. If you have a little time on your hands and would like to help out the Membership Committee I would be most grateful to you. Give me a call and I will let you know what you can do to help....

Thanks :)

Submitted by,
Christine Candler "NEW" SAAHU Membership Chair

Alison Burkholder 9/5

MEMBERS! Are you or another member you know having a birthday. Let us know the Month and day so we can join in celebrating our member's birthdays.

Send name, company and birthday information to Vickie Lightsey at vickiell02@mac.com

NEW DAY....but SAME TIME, SAME PLACE!

The Luncheons have moved to the 3rd WEDNESDAY of the month. Come & join us!

NEW PRICING: Members: $22 / Nonmembers: $42.00
Pac Fund $3.00
RSVP's need to go to Gwen Holzworth at: gholzworth@chapmanschewebenefits.com

Have you heard about the Luncheon Pass? It's NEW, too!
Purchase 12 months of luncheons for the price of 11. Price is: $242.00
Contact Gwen for more details by email or at the next luncheon.

NAHU *Newswire*

Have You Got Newswire?

A daily news service in collaboration with *U.S. News & World Report*, called NAHU Newswire. The NAHU Newswire is a digest of the most important news reported on health care, health insurance, and health reform. Delivered via e-mail Monday through Friday at approximately 8:00 a.m. Eastern time.

To ensure that you receive NAHU Newswire, add NAHUNewswire@NAHU.custombriefings.com to your e-mail address book. If your e-mail system has a spam filter, please change the settings to allow e-mail messages from NAHUNewswire@NAHU.custombriefings.com or provide your network administrator with the sending IP address **208.85.54.5** for whitelisting.

LEGISLATIVE MUSINGS

Here's hoping that many of you have had the opportunity to meet with your federal representatives during their August recess. If you have been lucky enough to have had a private or group meeting with him or her, please let me know how it was. NAHU (and our members!) wants to hear about your success.

For those of you who are meeting with your legislators, NAHU has talking points to help you in your meeting. There's a link to the Talking Points on our SAAHU website, or you can go here:

HYPERLINK "http://~www.sanantonioahu.org/Documents/talking%20points%20for%20lege%20visits%20aug%202008.doc" http://~www.sanantonioahu.org/Documents/talking%20points%20for%20lege%20visits%20aug%202008.doc

October's luncheon speaker is Reid Rasmussen he will speak on the pitfalls of nationalized healthcare– he's a former Canadian citizen who is intimately familiar with Canadian "universal healthcare" and will be giving us a thorough view of the problem of having your government (and taxes) pay for and monitor YOUR healthcare. And try to do away with health insurance agents. Until the government can't pay for everything, in which case agents will sell supplemental and private insurance. Like in Canada today.

*****P.S. my mother is a former Canadian citizen, too, and I have oodles of Canadian aunts, uncles and cousins – and all their families, too, scattered across 4 provinces in Western Canada. If Obama is elected, I will be outspoken in my opinions. Even MORE outspoken. Look in this column (and maybe HIU, too) soon for personal family medical experiences with Canada Health.*****

At October's luncheon, SAAHU will have a table for HUPAC and TAHUPAC donations…

TAHUPAC – funds collected only from TAHU members are donated & go to TEXAS STATE representatives' & TEXAS STATE Senator campaigns ONLY – any TAHU member can request Pac funds to be given to any political campaign in Texas.

HUPAC – funds collected only from NAHU members are donated & go to ANY federal legislators' campaigns… also, if requested, can go to campaigns for elected insurance commissioners. Any NAHU member can request Pac funds to be given to any federal campaign – Funds have been donated to Senator John Cornyn's campaign last time he ran for Congress.

****If any SAAHU member feels strongly that Pac funds (either TAHUPAC or HUPAC) need to be donated to any local campaign, contact me at 829-8151 and I'll write a letter requesting the donation. Let's get some PAC money to work for us!

Sarah Canez,
SAAHU
Legislative Chair

BOARD MEMBERS

Bits and Pieces (or getting to know the board members)

Meet Sandy Johnson, SAAHU Website/Tech Chair.

Name & Nickname: Sandy Johnson. Sandy?

Spouses Name: Ken

Birthday (mo & day): April 13 (born on Friday!!)

Pets & Names: Skittles (short for schizophrenia) and Sophie, cats.

Favorite Color: black - and if that's not a color, then I guess pink. Or maybe melon. I like blue too.

Favorite Food: There is no such thing as A favorite food!! But it's either King ranch chicken or EGGS!! I LOVE EGGS!!!! And pizza and Mexican food.

Children, Names & Ages: Grandbabies: Guthrie 2 and Irene 3

Hobbies: Golf

Quite time activity: Reading

Favorite Quote and it's Author: Do unto others as you would have them do unto you... the bible (spoken by several...).

If you could have taken part in any single historical ceremony, what would it have been?: Not sure. I'm not big on history. I'll continue to think about that.

Name the all time best song ever: Sweet Caroline, Neil Diamond.

Your Favorite Movie: The American President

What being a member of SAAHU Means to You: Community of friends and "in the know".
: 18

Favorite Charity: Susan B. Komen

The Smell you love the most: Pizza (really, I have no idea)

If you could rid the earth of one thing what would it be?: Fire ants. And war. And poverty.

Favorite Article of clothing: Is jewelry clothing??

PLACE YOUR ADVERTISEMENT IN THE SAAHU NEWSLETTER

ADVERTISING AVAILABLE FOR FULL PAGE, HALF PAGE, QUARTER PAGE AND BUSINESS CARD.
CONTACT VICKIE LIGHTSEY FOR PRICES AT:
vickie.lightsey@kci1.com or phone 210-515-5850

CE Credit for being a TAHU member!

Texas allows TAHU members in good standing to accumulate up to 4 CE hours per reporting period simply by being a member of TAHU and spending some time reviewing educational material TAHU publishes or by attending educational meetings (other than CE classes) that are sponsored by the association. You'll need to keep a record of how you spent your time and how much time you spent. And you'll want a letter from TAHU stating you are a member in good standing during the time period in question. You can obtain this letter from your local membership chair.

These hours are considered self study, and do not qualify for classroom or classroom equivalent hours or for the completion of the ethics course.

The link to the Department of Insurance section allowing this credit is:
HYPERLINK "http://info.sos.state.tx.us/pls/pub/readtac$ext.TacPage?sl=R&app=9&p_dir=&p_rloc=&p_tloc=&p_ploc=&pg=1&p_tac=&ti=28&pt=1&ch=19&rl=1020" http://info.sos.state.tx.us/pls/pub/readtac$ext.TacPage?sl=R&app=9&p_dir=&p_rloc=&p_tloc=&p_ploc=&pg=1&p_tac=&ti=28&pt=1&ch=19&rl=1020

Texas Administrative Code
HYPERLINK "http://info.sos.state.tx.us/pls/pub/readtac$ext.TacPage?sl=T&app=9&p_dir=N&p_rloc=122811&p_tloc=&p_ploc=1&pg=2&p_tac=&ti=28&pt=1&ch=19&rl=1020" Next Rule>>
HYPERLINK "http://info.sos.state.tx.us/pls/pub/readtac$ext.ViewTAC?tac_view=2&ti=28" TITLE 28

INSURANCE
HYPERLINK "http://info.sos.state.tx.us/pls/pub/readtac$ext.ViewTAC?tac_view=3&ti=28&pt=1" PART 1

TEXAS DEPARTMENT OF INSURANCE
HYPERLINK "http://info.sos.state.tx.us/pls/pub/readtac$ext.ViewTAC?tac_view=4&ti=28&pt=1&ch=19" CHAPTER 19

AGENTS' LICENSING
HYPERLINK "http://info.sos.state.tx.us/pls/pub/readtac$ext.ViewTAC?tac_view=5&ti=28&pt=1&ch=19&sch=K&rl=Y" SUBCHAPTER K

CONTINUING EDUCATION AND ADJUSTER PRELICENSING EDUCATION PROGRAMS
RULE §19.1020
State and National Insurance Association Credit See you soon!

Who is driving change in the next four years? Register to vote and decide for yourself. It's your responsibility not just your right.

TRUSTEE'S CORNER

MYRA A. BAHME, Trustee Emeritus

Myra keeps busy with grant writing. We were honored to have her attend the August luncheon. When you see her be sure to spend a few minutes getting to know this SAAHU treasure. Below are Myra's credentials.

A HELPING HAND
Grant Writing for Non-Profits

Background:

Education – Magna cum Laude graduate of Rice University 1963
Bachelor of Arts in History
Master of Arts in History University of Texas at Austin 1964
Woodrow Wilson Fellow

Professional Experience
College Teaching 1964-78
San Antonio College
Texas A & M University

Financial Services 1978-2004
Agent, Bankers Life of Iowa
Business owner, Bahme Insurance and Financial Services
Agent, Mass Mutual Life Insurance Company
Shareholder, Business Financial Group LLC

Professional Designations
Registered Health Underwriter
Chartered Life Underwriter
Certified in Long Term Care

Community Service
Past President, San Antonio Association of Phi Beta Kappa
Member, Professional Advisory Committee, The Foundation for Jewish Philanthropies of San Antonio
Former board member: Methodist Mission Home, Texas Cradle Society, Golden Manor Jewish Home for the Aged, Reaching Maximum Independence
Volunteer literacy tutor – Each One Teach One
Volunteer, McNay Art Museum

TRUSTEE'S CORNER

MYRA A. BAHME, Trustee Emeritus

Financial Services Industry Service
Associate Member, Certified Financial Planner® Board of Professional . Standards 2002-2004

Past President, San Antonio Association of Health Underwriters
Career Achievement Award recipient
San Antonio Association of Life Underwriters Community Service Award recipient
Member, National Board of Women in Insurance and Financial Services
Director of Chapter Development 2004-05
Director of Corporate Partnerships 2005-06
National Woman of the Year 2000

Grants/Letters of Inquiry submitted to date on behalf of:

San Antonio Association of Phi Beta Kappa
Reaching Maximum Independence
Golden Manor
Fort Worth Botanical Society
Positive Beginnings, Inc.
TEAMability
American GI Forum NVOP
Women in Insurance and Financial Services
Ewing Educational Center
Radius
New Braunfels Athletic Boxing Gym

Workshop presenter, Introduction to Grant Writing, Nonprofit Resource Center of San Antonio

Contact at:
HYPERLINK "mailto:myrabahme@satx.rr.com"myrabahme@satx.rr.com
12926 El Charro
San Antonio, TX 78233
(210)655-1679
(210)601-8319 Cell
(210)655-1679 Ring 4 times for FAX

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by UnitedHealthcare

The Medicare market is growing. Partner with us and your commissions will start growing too.

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Our portfolio is comprehensive. We have year-round selling opportunities. And that's not all. Here are just a few reasons to work with us:

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- Zero premium plans with no underwriting
- Local training, marketing and ongoing support
- Broad range of selling opportunities for agents

August 28, 2008
2:00 pm

Bazan Library
2200 W Commerce

San Antonio, TX 78207

For more information
CALL 1-800-417-3107 TODAY!
www.MAopportunity.com

San Antonio
Association of Health Underwriters

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17 Map	18	19	20
21	22	23	24	25	26	27
28	29	30				

SEPTEMBER 2008

ON THE HORIZON:

10/6 Golf Tournament – Dominion CC

10/15 Luncheon – Reid Rasmussen – CE, Canadian Health Care